



STS – JOB OPENING

Job title: Sales Representative (Technical)

This is an exciting opportunity to join a dynamic and innovative company. We are seeking a keen and interested Sales Representative with a technical background, to join our family-run B2B team. The role will centre around offering new and existing customers tailored solution-based proposals. You will be responsible for pursuing new sales opportunities as well as maintaining relationships with existing clients and distributors.

We are a small company that conducts business across six continents, giving us a truly global presence. We specialise in designing and manufacturing high-quality manual handling equipment, with an emphasis on industrial drum-handling equipment. We supply equipment to various industries across the world through direct sales, as well as through a network of distributors.

From time to time, you will be required to attend industry trade shows, but primarily the role is office-based. Time away from the office could be up to 3 weeks in any given year. You will report directly to the company Directors.

Requirements and skills:

- Previous experience in a sales role.
- Previous experience working in a technical/industrial company.
- Excellent communication and organisational skills.
- Comfortable handling telephone calls with customers.
- Communications must be accurate, precise and make correct use of the English language.
- A team player who pushes hard to make a success of every opportunity.
- Focused individual who can be productive whilst multi-tasking between different sales opportunities.

Main responsibilities:

- Learning about our products to be able to discuss them knowledgeably with customers.
- Preparing sales proposals for clients, resellers, and foreign distributors.
- Involvement in the entire sales pipeline from start to finish.
- Updating the CRM database to record sales activities including company information, contacts, calls, emails, and proposals.
- Conducting sales follow-ups to maximise the potential of each opportunity.
- Carrying out customer service functions, including quoting spare parts and machine repairs.
- Contribute ideas and help execute on fresh marketing initiatives.

Qualifications and skills

- Minimum of 5 GCSE grades A* to C (or equivalents).
- A-levels and/or Degree-level qualifications preferred.
- Highly proficient in the use of Microsoft Office suite (Outlook, Word, Excel).
- Experience using Salesforce or similar CRM.



Non-essential skills and experience:

- Previous experience in an engineering, machinery, or agricultural role.
- An ability to speak one or more foreign languages would be beneficial.

Salary: £28,000 to £38,000 based on experience

Start date: As soon as practicable

Hours: 40 hours per week

Annual leave: 31 days (includes 8 UK bank holidays)

Location: Leedstown, Hayle, Cornwall

How to apply:

Please apply in writing including your CV by email to zac@sts-trolleys.co.uk. Please include a cover letter detailing why you feel you are a good candidate for this role.